

Message Text

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TAGS: BTRA, VE (VIDAL, FRANCISCO)

SUBJ: MATERIALS HANDLING & PORT EQUIPMENT CCP CAMPAIGN -
INTERNATIONAL VISITOR TO THE U.S.

1. THROUGH THE ACTIVITIES OF THE MATERIALS HANDLING AND PORT EQUIPMENT CCP CAMPAIGN, EMBASSY HAS BEEN APPROACHED BY VENEZUELAN FIRM TECNO CONSULT S.R.L., CENTRO VILLASMIL, PISO 17, CARACAS, VENEZUELA, IN ORDER TO OBTAIN OUR ASSISTANCE IN ORGANIZING A VISIT TO THE U.S. BY A HIGH OFFICIAL OF THE MINISTRY OF PUBLIC WORKS (MOP), DIVISION OF PORTS AND AIRPORTS.

2. TECNO CONSULT IS A FIRM REPRESENTING AMERICAN SUPPLIERS OF MATERIALS HANDLING AND PORT EQUIPMENT, AND IS ONE OF THE LEADING CONSULTING ENGINEERING COMPANIES. AMONG THEIR PRESENT PROJECTS IS THE PRELIMINARY AND DETAIL DESIGN OF A BULK CHEMICAL HANDLING FACILITY FOR THE PORT OF PUERTO CABELLO. ALSO THEY ARE ENGAGED IN PREPARING THE MASTER PLAN FOR THE PORT OF LA GUAIRA EXPANSION. DUE TO THESE REASONS, MOP HAS CONTACTED THEM TO INITIATE ARRANGEMENTS FOR A TRIP OF ONE OF THEIR OFFICIALS TO THE U.S. HOWEVER, TECNO CONSULT DOES NOT HAVE THE MEANS TO ORGANIZE SUCH AN ITINERARY AND HAS REQUESTED OUR ASSISTANCE.

3. THE VISITOR WILL BE ENGINEER FRANCISCO VIDAL, HIGH OFFICIAL OF MOP'S DIVISION OF PORTS AND AIRPORTS, WHO IS DIRECTLY INVOLVED IN THE EXPANSION OF PUERTO CABELLO AND OTHER PORTS. HE IS RESPONSIBLE FOR APPROVING PORT DESIGNS AND SELECTING EQUIPMENT TO BE PURCHASED. CLEARLY, HIS DECISION WILL AFFECT THE OPPORTUNITIES OF U.S. MANUFACTURERS TO PLACE ORDERS TO VENEZUELA.

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MR. VIDAL HAS EXPRESSED A STRONG INTEREST IN VISITING THE FOLLOWING

TYPE OF FACILITIES:

A) PORTS WHICH HANDLE BULK CHEMICALS, MIXED BULK PRODUCTS AND BULK ORES.

B) GRAIN PORTS AND STORAGE, INCLUDING LOADING AND UNLOADING. TYPE OF GRAIN SHOULD BE CORN, WHEAT AND VARIOUS TYPES OF BEANS. TOTAL TIME AVAILABLE FOR THE VISIT IS 30 DAYS, AND IDEAL PERIOD WOULD BE MAY 1975. MR. VIDAL CLAIMS TO UNDERSTAND ENGLISH BUT HIS SPEAKING ABILITY IS LIMITED.

4. EMBASSY WOULD APPRECIATE IT IF THE DEPARTMENTS OF STATE AND COMMERCE COULD ARRANGE AN ITINERARY, APPOINTMENTS, PORT VISITS, PLANT VISITS, MEETINGS, ETC. WHICH COULD BE USEFUL TO MR. FRANCISCO VIDAL AND U.S. EXPORTERS OF PORT HANDLING EQUIPMENT. IF ANY ASSISTANCE CAN BE PROVIDED, EMBASSY SUGGESTS THAT ITINERARY CONCENTRATE ON ONE AREA OF U.S. EG. EAST COAST, GULF REGION, WITH IN-DEPTH VISIT TO EACH PORT FACILITY SELECTED, OF PERHAPS 4 TO 5 DAYS. IT IS EXPECTED THAT CONSIDERABLE TECHNICAL ASSISTANCE WILL BE REQUESTED BY MR. VIDAL. EMBASSY WOULD ALSO APPRECIATE ANY COMMENTS TOWARDS OVERCOMING THE LANGUAGE LIMITATIONS.

5. EMBASSY STRONGLY BELIEVES ANY ATTEMPT TO ASSIST THIS MOP OFFICIAL WILL EVENTUALLY PROVE USEFUL TO U.S. EXPORT PROMOTION EFFORTS THROUGH THE MATERIALS HANDLING AND PORT EQUIPMENT CCP CAMPAIGN.

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